

Message Text

UNCLASSIFIED

PAGE 01 BREMEN 00115 281443Z
ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 /021 W
-----281839 073515 /45

R 281355Z FEB 77
FM AMCONSUL BREMEN
TO SECSTATE WASHDC 2218
INFO AMEMBASSY BONN
AMEMBASSY BRUSSELS

UNCLAS BREMEN 0115

PLEASE PASS DEPARTMENT OF COMMERCE

E.O. 11652: N/A
TAGS: BTIO, GW
SUBJECT: PRIVATE TRADE OPPORTUNITY - SPECIAL HANDLING

BREMEN SHIPBUILDING FIRM LUERSSEN WERFT APPROACHED CONSULATE
GENERAL WITH REQUEST THAT WE SUBMIT TRADE OPPORTUNITY TO
APPROPRIATE WASHINGTON AGENCIES. SUBJECT TRADE OPPORTUNITY
BEING DIRECTED TO DEPARTMENT OF STATE FOR EXPORT POLICY
CONSIDERATION IN VIEW OF POSSIBLE SENSITIVITY OF EQUIPMENT
IN QUESTION. IF THERE ARE NO POLICY INHIBITIONS INVOLVED, WE
REQUEST THAT USDOC PROCEED WITH THE SPECIAL HANDLING OF THIS
PTO.

1. 428/03/POO43
2. 022877
3. K. LONGMYER
4. 428 WEST GERMANY
5. Y - SHIPYARD

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6A. REPLY TO--

6B. MR. KAY SCHMAHL, CHIEF, PURCHASING DEPARTMENT

6C. FR. LUERSSEN WERFT
POSTFACH 70 05 60
FRIEDRICH KLIPPERT STR. 1

2820 BREMEN 70, GERMANY

7. CABLE LUERSSSENWERCO BREMENVEGESACK; TELEX 0244484;
TEL. 0421-66041

8. --

9. 101

10. DESCRIPTION:

3662564-10000. FIRE CONTROL RADAR AND COMPUTATION EQUIPMENT
FOR SPEEDBOATS.

ESTIMATED SALES POTENTIAL \$ 10 MILLION.

FIRM IS ONE OF THE LEADING GERMAN SHIPYARDS FOR SPEEDBOATS,
PATROL BOATS, AND OFFSHORE INSPECTION BOATS (MILITARY AND CIVILIAN).
IT ALSO CONSTRUCTS SMALL CARGO VESSELS AND TANKERS, AS WELL AS
MOTOR YACHTS AND CABIN CRUISERS. FOUNDED IN 1875, CURRENTLY FIRM
EMPLOYS A STAFF OF 1,200. ANNUAL SALES AMOUNT TO ABOUT
DM 200 MILLION.

FIRM HAS AN EXCELLENT REPUTATION.

THE FCRE CONTROL EQUIPMENT IS INTENDED FOR SPEEDBOATS (DEFENSIVE
WEAPONS) FOR THE WEST GERMAN NAVY IL AS FOR BOATS BUILT FOR
NATO AND OTHER QUOTE FRIENDLY UNQUOTE COUNTRIES. FIRM CONSIDERS
SENDING A BUYING TEAM TO THE U.S. THIS YEAR.

11. CRITERIA C. FIRM STATES THAT THE DESIRED EQUIPMENT IS
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MANUFACTURED BY HNEYWELL IN THE U.S., AS WELL AS BY PHILIPS HSA
IN HOLLAND AND BY A FIRM IN PARIS, FRANCE. HOWEVER, FIRM
INDICATES THAT IT WOULD TO BUY THE EQUIPMENT FROM AN AMERICAN
FIRM. SCHIFFMAN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 28-Feb-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977BREMEN00115
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770068-1133
Format: TEL
From: BREMEN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t1977024/aaaaadnn.tel
Line Count: 101
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: ff314bc6-c288-dd11-92da-001cc4696bcc
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 28-Oct-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3316386
Secure: OPEN
Status: NATIVE
Subject: PRIVATE TRADE OPPORTUNITY - SPECIAL HANDLING BREMEN SHIPBUILDING FIRM LUERSSSEN WERFT APPROACHED
CONSULATE GENERAL WITH REQUEST THAT WE SUBMIT TRADE OPPORTUN
TAGS: BTIO, GE
To: STATE
Type: TE
vdkgvkey: odbc://SAS/SAS.dbo.SAS_Docs/ff314bc6-c288-dd11-92da-001cc4696bcc
Review Markings:
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Declassified/Released
US Department of State
EO Systematic Review
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Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009